



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
Toll Free Phone: (866) 225-9067
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Job Board Posting



Careers.Indigenous.Link

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Representant des Ventes/ Outside Sales Representative

Job ID	5000645691506-1398
Web Address	https://careers.indigenous.link/viewjob?jobname=5000645691506-1398
Company	United Rentals
Location	Montreal, QC
Date Posted	From: 2020-09-18 To: 2050-01-01
Job	Type: Full-time Category: Transportation

Description

En tant que représentant des ventes à United Rentals, vous serez la voix et le point de contact initial pour notre entreprise chef de file dans l'industrie. Nous nous fierons sur vous pour utiliser vos compétences exceptionnelles en vente et en consultation pour comprendre les besoins des parties intéressées et de les convertir en clients fidèles. Vous devez être ambitieux et sociable, et aimer communiquer avec la clientèle, créer des relations et vendre notre équipement et nos services. Votre avantage Nous sommes le plus grand fournisseur de location d'équipement au monde et notre actif se chiffre à environ 9 milliards de dollars, et nous soutenons vos efforts à 100 %. Il s'agit d'une excellente occasion d'élargir votre carrière et vos revenus avec le leader qui a établi les normes de l'excellence de l'industrie. United Rentals, the largest equipment rental company in the world, is offering an exciting opportunity for a Sales Representative ready to grow their career with the leader in the industry. To continue our tremendous success and unparalleled growth, we are searching for qualified and ambitious individuals ready to increase revenue for the branch through exceptional customer service. The Sales Representative will report to the Branch Manager and will be instrumental in achieving the branch business plan through profitable revenue generation. Responsibilities will include: * Increase sales and branch revenue * Establishing new rental and sales accounts through cold calling and personal visits to potential customer sites * Offering a full range of products and services to new and current customers, including other specialty product lines and the sale or rental of equipment * Coordinating with all branch departments to ensure customer satisfaction * Educating customers about equipment through demonstration. Sales Representatives receive a base salary, plus a monthly commission incentive plan with no earning ceiling and the use of a company vehicle. We provide our sales representatives with the top sales technology tools, including salesforce.com and I-phone sales applications, giving them the resources to succeed. United Rentals invests in their employees through on-going training and development to enhance their skills and performance. Excellence in this challenging and rewarding position paves the way for advancement into the role of Operations Manager, Branch Manager, Sales Manager and other key account sales positions. * Baccalauréat ou expérience équivalente, un atout * Trois ans d'expérience en ventes * Compétences exceptionnelles en relations humaines et en communication * Excellentes capacités de planification, de résolution de problèmes et de négociation * Connaissance en construction ou en équipement relié à ce domaine, un atout * Permis de conduire valide avec dossier de conduite acceptable Superior customer service remains the backbone of United Rentals, therefore your willingness and ability to provide this to each customer makes you a top-notch candidate. To be qualified, the ideal candidate will have 3 years sales experience in related business, strong planning problem-solving and negotiation skills, excellent interpersonal communication skills, and proficient computer skills. Knowledge of construction or related equipment is preferred; however, candidates with comparable industry experience, a strong sales acumen and record of achievement will also be considered. We also look for candidates who are independent and possess strong teamwork and organizational skills. Bachelor's degree or equivalent experience is preferred. Valid driver's license with acceptable driving record is required. What's in it for you Best in class benefits package which includes medical, dental & vision, 401(k) or RRSP, DPSP, paid time off, comprehensive training and development, and career growth opportunities. United Rentals, Inc. is an Equal Opportunity Employer of women, minorities, protected veterans and individuals with disabilities. Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled

For more information, visit United Rentals for Representant des Ventes/ Outside Sales Representative